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March 21, 1997

BULK FILE

Dawn M. Odrowski, Esquire
Office of the General Counsel
Federal Election Commission
999 E Street, N.W.
Washington, D.C. 20463

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FEDERAL ELECTION COMMISSION
OFFICE OF THE GENERAL COUNSEL

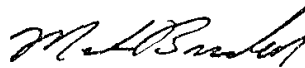
Re: MUR 3774 - American Defense Foundation/American Defense Institute.

Dear Ms. Odrowski:

Enclosed with this letter are the responses of my clients, American Defense Foundation and American Defense Institute. Also enclosed are the documents requested by the Commission.

If you should have any additional questions in regard to this matter, please do not hesitate to contact me.

Sincerely yours,



E. Mark Braden

EMB/rvn
Enclosures

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AMERICAN DEFENSE FOUNDATION/AMERICAN DEFENSE INSTITUTE**Answers to Federal Election Commission Interrogatories, February 14, 1997:**

1.
 - a. Candidate questionnaires were enclosed in the mailing to military voters in Idaho, Ohio, Oregon, North Carolina, South Carolina and Wisconsin in 1992 in the attached formats. (Copies attached.)
 - b. The attached letter was the only other item included in the mailing with the candidate questionnaires. John Isaf of the ADF/ADI staff designed and wrote the materials, with consulting from The John Grotta Company (5147 N. 15th Street, Arlington, VA 2205), which also coordinated the production and mailing of the packet. ADI and ADF paid for all production and distribution costs. The total amount for the mailings was \$57,931.57, excluding ADF/ADI staff time and other ADF/ADI overhead expenses. Direct costs for the mailings were: The John Grotta Company - \$31,425 (consulting and mail production and coordination); Direct Mail Lithographers - \$19,506.57 (\$17,982.10 for mail production and \$1,524.47 for additional postage deposit); U.S. Postmaster - \$7,000.00 (postage). These invoices are herewith attached.
2. Recent telephone conversations with John Isaf, formerly of the ADF/ADI staff, indicated that all the candidates (R&Ds) in Idaho, Ohio, Oregon, North Carolina, South Carolina and Wisconsin in 1992 were mailed questionnaires and asked to sign and return them. The candidates who responded to the questionnaire were: Mike DeWine (Ohio), D.M. Faircloth (NC); Thomas Hartnett (SC), Bob Kasten (Wisconsin), Dirk Kempthorne (Idaho), Bob Packwood (Oregon).
3. John Isaf of the American Defense Institute/American Defense Foundation staff wrote the script for the PSA video. The National Republican Congressional Committee filmed the video for the American Defense Institute and provided several copies. This in-kind work is valued at approximately \$1,100. Additional copies were produced by VHS, Inc., Lake Ridge, VA at a cost to ADF/ADI of \$47.62. All distribution costs were paid for by the American Defense Institute and the American Defense Foundation. The total ADF/ADI expenditure for postage and shipping for the military voter program in 1992 was \$24,265.00 and included audio/video shipping costs as well as postage for military voter mailings. ADI/ADF staff time for the Military Voter Program in 1992 was valued at \$29,535.00 and included writing and distributing the audio/video PSAs. (These two amounts were determined by the 1992 financial statements.)

Answers to Interrogatories

MUR 3774

March 19, 1997

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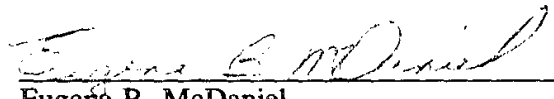
4. According to former ADF/ADI staff member, John K. Isaf, there was no direct mailing to Georgia voters in 1992. A thorough search of ADF/ADI files verified that no direct mailing was sent to Georgia voters in 1992.
5. The script for the radio PSA distributed in Georgia in 1992 was written by John Isaf of the American Defense Institute staff and recorded by WAVA Radio, Fairfax, Virginia. The cost of recording and dubbing copies was \$157.00 and was paid by ADI/ADF President Eugene McDaniel. Radio time was purchased in Georgia in 1992 at a cost of \$7,832.08 to ADF/ADI. Fabrizio, McLaughlin & Associates, Inc., Alexandria, Virginia, handled this radio buy for ADF/ADI and the amount of \$7,832.08 was paid by ADF/ADI. The radio PSAs and purchased spots were shipped by the American Defense Foundation and the American Defense Institute. The amount of total postage and shipping for the military voter program for 1992 was valued at \$39,535.00 and includes preparation and distribution of the audiotapes to Georgia military voters. The only remaining copy of the radio audiotape was provided to the Federal Election Commission in ADF/ADI's response to interrogatories in September 1995. The script is herewith attached.
6. The video PSA distributed in Georgia in 1992 was written by John Isaf of the ADF/ADI staff and filmed by and copied at the National Republican Congressional Committee's studio. (See answer 3). The total postage and shipping for the military voter program for 1992 was \$24,265.00 and included shipping the video PSAs. ADF/ADI staff time for the Military Voter Program in 1992 was valued at \$39,535.00 and included work on the video PSAs. The video PSA script is attached.
7. Wes Anderson began his internship at ADF/ADI in November 1992 and ended his internship on March 31, 1993. His total stipend was \$14,130.50.
8. Curt Anderson provided consulting services to help ADF/ADI locate and target potential sources of funding for ADF/ADI's ongoing military voter program from October 1 through December 31, 1994. The amount of compensation for these consulting services in 1994 was \$2,500 per month and totalled \$7,500 for 1994.
9. A thorough search of the ADF/ADI military voter files did not locate the Illinois address where the Department of Defense sent the magnetic tape requested. A telephone conversation with former ADF/ADI staff member John Isaf indicated that the address was probably requested by John Grotta's firm and was probably a printer or mail house who was producing or mailing some of the military voter mail.

Answers to Interrogatories
MUR 3774
March 20, 1997
Page 3

10. Focus Direct, San Antonio, Texas, mailed ADF/ADI's military voter program direct mailing to Texas voters in 1993.

To the best of my knowledge, information and belief, the foregoing Answers to the Federal Election Commission's Interrogatories and Request for Documents are true and correct with respect to American Defense Foundation, Inc.

By:



Eugene B. McDaniel

President

American Defense Foundation, Inc.

1055 N. Fairfax Street, Suite 200

Alexandria, Virginia 22314

(703) 519-7000

Oregon

Eugene McDaniel
American Defense Institute
214 Massachusetts Avenue, N.E.
Washington, DC 20002

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*"To be born free is a gift;
to live free, a responsibility."*

*Eugene B. McDaniel
Captain, USN (Ret)*

American Defense Institute



Dear Friend:

For those of us who have had the privilege of wearing the uniform of our country, the word "FREEDOM" has a very special meaning.

That's why I want to take a moment now to encourage you to exercise one of your most important freedoms - - your vote on election day.

During the six years time I was a prisoner in North Vietnam, I had a lot of time to think. I thought about how policy set in Washington caused needless U.S. casualties. I thought about how the anti-war protesters were encouraging our enemies and prolonging the war.

As I waited for release I began to appreciate just how important voting is to every responsible citizen, in and out of uniform, if we want to maintain our freedom.

I know a lot of military people have the attitude that voting is for civilians - - or that their one vote won't make a difference. As Americans, too often we take freedom for granted. As military people, we should know better!

When we vote we choose between those who will make laws to keep our nation strong and free - - or those who would weaken our nation and eat away at our freedoms. I am especially committed to making a personal choice in a Commander-in-Chief whose judgement I trust when it comes time to put American lives on the line again.

Remember, those who FIGHT - - and sometimes die - - for freedom have a special responsibility to VOTE for freedom. Voting is your DUTY. Please don't forget to exercise your right to vote on Tuesday, November 3rd, 1992.

Sincerely,

A handwritten signature in cursive script that reads "Eugene B. McDaniel".

Eugene McDaniel
Captain, USN (ret)

Senator Bob Packwood, Republican:

CANDIDATE QUESTIONNAIRE

Please answer the following questions with a Yes or No:

1. Do you feel since the former Soviet Union has been transformed there is justification for further defense cuts?
YES x or NO _____
2. In view of recent world changes, some officials are in favor of drastic cuts in the defense budget and using the "peace dividend" to pay for domestic programs. Are you in favor of this?
YES _____ or NO x
-What percentage of the defense budget do you feel should be cut 7 %
3. Legislation has been proposed to combine the Air Force, Army, Navy, and Marine Corps into one service. Do you feel the military should move toward a "one-uniform" service?
YES _____ or NO x
4. Did you support the use of force in the Persian Gulf?
YES x or NO _____
5. Do you favor continued funding of the Strategic Defense Initiative (SDI)?
YES x or NO _____
6. Do you feel the Reserve Force and National Guard are viable alternatives to our current active duty force?
YES _____ or NO x
7. If a universal health care plan is adopted, should veterans be included in such a plan and special veterans' medical benefits discontinued?
YES _____ or NO x
8. Do you feel enough is being done to resolve the Prisoner of War/Missing in Action (POW/MIA) issue?
YES _____ or NO x

9. What is your specific legislative agenda for the future of the military? (please type or print and limit your comments to no more than 100 words)

We are a stronger, freer nation today because elected officials have been willing to support a strong military. Our willingness to be prepared has defeated - without our having to fire a shot directly at them - our greatest adversary, the Soviet Union. Our success has been because of this commitment to preparedness, and because we have maintained a strong active duty military, backed up by the National Guard and Reserves. I support this equation for the continued security of this great nation.

Candidate's Name Bob Packwood, U.S. Senate, Oregon

Candidate's Signature Bob Packwood

Congressman Les AuCoin, Democrat:
DID NOT RESPOND



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VOTING ASSISTANCE FOR MILITARY PERSONNEL:

Voting Assistance Officers (VAOs)

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The DoD Voting Information Center provides a direct line to all Voting Assistance Officers who can provide assistance concerning questions/problems in their departments.

DoD Voting Information Center
Autovon 223-6500
Commercial (703) 693-6500

Exercise your right to vote on Tuesday, November 3rd!

Idaho

Eugene McDaniel
American Defense Institute
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*Eugene B. McDaniel
Captain, USN (Ret)*



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When we vote we choose between those who will make laws to keep our nation strong and free - - or those who would weaken our nation and eat away at our freedoms. I am especially committed to making a personal choice in a Commander-in-Chief whose judgement I trust when it comes time to put American lives on the line again.

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Sincerely,

Eugene McDaniel
Captain, USN (ret)

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YES _____ or NO X
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YES _____ or NO X
4. Did you support the use of force in the Persian Gulf?
YES X or NO _____
5. Do you favor continued funding of the Strategic Defense Initiative (SDI)?
YES X or NO _____
6. Do you feel the Reserve Force and National Guard are viable alternatives to our current active duty force?
YES _____ or NO _____
7. If a universal health care plan is adopted, should veterans be included in such a plan and special veterans' medical benefits discontinued?
YES _____ or NO X
8. Do you feel enough is being done to resolve the Prisoner of War/Missing in Action (POW/MIA) issue?
YES _____ or NO X

9. What is your specific legislative agenda for the future of the military? (please type or print and limit your comments to no more than 100 words)

America is at peace and the Soviet Union is history because we have been willing to remain strong militarily. I reject the massive \$150 Billion defense cuts demanded by my opponent and I support the President's responsible defense budgets. The Reserve and National Guard are essential elements of the Total Force mix and proved their value to the active force in the Persian Gulf. I reject universal (nationalized) government-based health care and support incentives to enhance private sector health care coverage.

Candidate's Name Dirk Kempthorne

Candidate's Signature 

Congressman Richard Stallings, Democrat:
DID NOT RESPOND



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Sincerely,

Eugene McDaniel
Captain, USN (ret)

Lauch Faircloth, Republican

CANDIDATE QUESTIONNAIRE

Please answer the following questions with a Yes or No:

1. Do you feel since the former Soviet Union has been transformed there is justification for further defense cuts?
I support the cuts the President has proposed. YES _____ or NO _____
2. In view of recent world changes, some officials are in favor of drastic cuts in the defense budget and using the "peace dividend" to pay for domestic programs. Are you in favor of this? YES _____ or NO X
-What percentage of the defense budget do you feel should be cut _____ %
I support the cuts the President has proposed. (See #1 below)
3. Legislation has been proposed to combine the Air Force, Army, Navy, and Marine Corps into one service. Do you feel the military should move toward a "one-uniform" service? YES _____ or NO X
4. Did you support the use of force in the Persian Gulf? YES X or NO _____
5. Do you favor continued funding of the Strategic Defense Initiative (SDI)? YES X or NO _____
6. Do you feel the Reserve Force and National Guard are viable alternatives to our current active duty force? YES _____ or NO X
7. If a universal health care plan is adopted, should veterans be included in such a plan and special veterans' medical benefits discontinued? YES _____ or NO _____
I opposed socialized medicine run by government bureaucrats. (See #2 below)
8. Do you feel enough is being done to resolve the Prisoner of War/Missing in Action (POW/MIA) issue? YES _____ or NO X
9. What is your specific legislative agenda for the future of the military? (please type or print and limit your comments to no more than 100 words)
1. The U.S. must maintain a military superiority over any potential adversary. We must maintain a superior defense to keep the peace. I strongly disagreed with Terry Sanford's vote against the Persian Gulf War.
2. It would have the compassion of the IRS and the efficiency of the post office. It would mean bureaucrats telling people who their doctors could be and the type of care they would receive. I support the present VA health care system.

Candidate's Name Lauch Faircloth

Candidate's Signature

D. M. Faircloth

Senator Terry Sanford, Democrat:
DID NOT RESPOND



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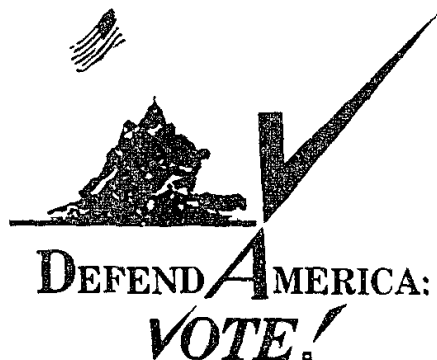
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*Eugene B. McDaniel
Captain, USN (Ret)*

American Defense Institute



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Sincerely,

Eugene McDaniel
Captain, USN (ret)

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YES _____ or NO x
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YES _____ or NO x
4. Did you support the use of force in the Persian Gulf?
YES x or NO _____
5. Do you favor continued funding of the Strategic Defense Initiative (SDI)?
YES x or NO _____
6. Do you feel the Reserve Force and National Guard are viable alternatives to our current active duty force?
YES x or NO _____
7. If a universal health care plan is adopted, should veterans be included in such a plan and special veterans' medical benefits discontinued?
YES _____ or NO x
I opposed socialized medicine run by government (see below)
8. Do you feel enough is being done to resolve the Prisoner of War/Missing in Action (POW/MIA) issue?
YES _____ or NO x

9. What is your specific legislative agenda for the future of the military? (please type or print and limit your comments to no more than 100 words)

We must maintain a strong national defense. I call for maintaining funding of the Strategic Defense Initiative at the levels the President has called for. We need to maintain a strong Navy and strong Marine Corps in order to respond to new threats throughout the world. I favor a gradual build down in many of our active army units, while gradually building up our reserve units that fought so well in the Persian Gulf War. The Army would face the biggest cuts, but we must be careful not to cut too fast and preserve our military might. Many in Congress want to cut defense too fast. That would lead to destabilization and instability. We must be ready to respond to the new dangers that are before us.

Candidate's Name Thomas F. Hartnett

Candidate's Signature



Senator Ernest Hollings, Democrat :
DID NOT RESPOND



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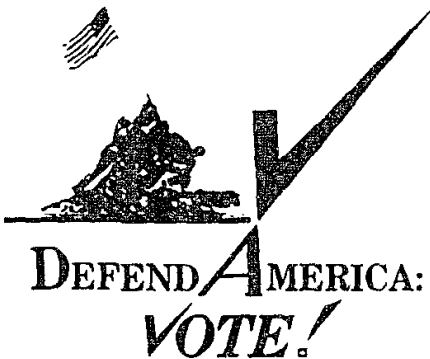
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Sincerely,

Eugene McDaniel
Captain, USN (ret)

Tommy Hartnett, Republican: ●

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Candidate's Signature



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DID NOT RESPOND



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Exercise your right to vote on Tuesday, November 3rd!

Wisconsin

Eugene McDaniel
American Defense Institute
214 Massachusetts Avenue, N.E.
Washington, DC 20002

Non-Profit Org.
U.S. Postage
PAID
PERMIT NO. 5263
Washington, DC



*"To be born free is a gift;
to live free, a responsibility."*

*Eugene B. McDaniel
Captain, USN (Ret)*

Senator Bob Kasten, Republican:

CANDIDATE QUESTIONNAIRE

Please answer the following questions with a Yes or No:

1. Do you feel since the former Soviet Union has been transformed there is justification for further defense cuts?
YES x or NO
2. In view of recent world changes, some officials are in favor of drastic cuts in the defense budget and using the "peace dividend" to pay for domestic programs. Are you in favor of this?
YES or NO x
-What percentage of the defense budget do you feel should be cut 5 % (5% real cut)
3. Legislation has been proposed to combine the Air Force, Army, Navy, and Marine Corps into one service. Do you feel the military should move toward a "one-uniform" service?
YES or NO x
4. Did you support the use of force in the Persian Gulf?
YES x or NO
5. Do you favor continued funding of the Strategic Defense Initiative (SDI)?
YES x or NO
6. Do you feel the Reserve Force and National Guard are viable alternatives to our current active duty force?
YES or NO x**
**I believe the Reserve & Guard should serve with our active force.
7. If a universal health care plan is adopted, should veterans be included in such a plan and special veterans' medical benefits discontinued?
YES or NO x
8. Do you feel enough is being done to resolve the Prisoner of War/Missing in Action (POW/MIA) issue?
YES or NO x

9. What is your specific legislative agenda for the future of the military? (please type or print and limit your comments to no more than 100 words)

I have been a strong supporter of the "peace through strength" military policies that won the Cold War. I am now an equally strong supporter of military restructuring policies that take into account the new shape of world politics.

As a member of the Defense Appropriations Subcommittee, I have actively supported defense cuts of \$70 billion over the next five years. We need to redirect this investment toward a solution of the Federal deficit and the economic slowdown currently afflicting our domestic economy. I believe that we must be careful, however, not to diminish our defense capacity to the point that it results in significant job loss and the loss of our superpower status.

Candidate's Name Senator Bob Kasten

Candidate's Signature

Bob Kasten

Russ Feingold, Democrat:

DID NOT RESPOND

American Defense Institute



Dear Friend:

For those of us who have had the privilege of wearing the uniform of our country, the word "FREEDOM" has a very special meaning.

That's why I want to take a moment now to encourage you to exercise one of your most important freedoms - - your vote on election day.

During the six years time I was a prisoner in North Vietnam, I had a lot of time to think. I thought about how policy set in Washington caused needless U.S. casualties. I thought about how the anti-war protesters were encouraging our enemies and prolonging the war.

As I waited for release I began to appreciate just how important voting is to every responsible citizen, in and out of uniform, if we want to maintain our freedom.

I know a lot of military people have the attitude that voting is for civilians - - or that their one vote won't make a difference. As Americans, too often we take freedom for granted. As military people, we should know better!

When we vote we choose between those who will make laws to keep our nation strong and free - - or those who would weaken our nation and eat away at our freedoms. I am especially committed to making a personal choice in a Commander-in-Chief whose judgement I trust when it comes time to put American lives on the line again.

Remember, those who FIGHT - - and sometimes die - - for freedom have a special responsibility to VOTE for freedom. Voting is your DUTY. Please don't forget to exercise your right to vote on Tuesday, November 3rd, 1992.

Sincerely,

A handwritten signature in cursive script that reads "Eugene B. McDaniel".

Eugene McDaniel
Captain, USN (ret)



?



?



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Ohio

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American Defense Institute
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Sincerely,

A handwritten signature in cursive script that reads 'Eugene B. McDaniel'.

Eugene McDaniel
Captain, USN (ret)

CANDIDATE QUESTIONNAIRE

Please answer the following questions with a Yes or No:

1. Do you feel since the former Soviet Union has been transformed there is justification for further defense cuts?
See #1 below. YES ☒ or NO ☐
2. In view of recent world changes, some officials are in favor of drastic cuts in the defense budget and using the "peace dividend" to pay for domestic programs. Are you in favor of this? YES ☐ or NO ☒
-What percentage of the defense budget do you feel should be cut _____ %
See #1 below.
3. Legislation has been proposed to combine the Air Force, Army, Navy, and Marine Corps into one service. Do you feel the military should move toward a "one-uniform" service? YES ☐ or NO ☒
4. Did you support the use of force in the Persian Gulf? YES ☐ or NO ☐
I was not in the U.S. Congress at that time.
5. Do you favor continued funding of the Strategic Defense Initiative (SDI)? YES ☒ or NO ☐
6. Do you feel the Reserve Force and National Guard are viable alternatives to our current active duty force?
See #2 below. YES ☐ or NO ☐
7. If a universal health care plan is adopted, should veterans be included in such a plan and special veterans' medical benefits discontinued? YES ☐ or NO ☒
See #3 below.
8. Do you feel enough is being done to resolve the Prisoner of War/Missing in Action (POW/MIA) issue? YES ☐ or NO ☒

9. What is your specific legislative agenda for the future of the military? (please type or print and limit your comments to no more than 100 words)

1. I basically support the Administration's restrained plan for defense cuts of \$50 billion over 5 years. I do not support Clinton's drastic defense cuts.
2. The Reserve Force and the National Guard are important complements to the active duty force. They are not substitutes for a strong active duty force.
3. Veterans should not be forced to give up benefits they currently enjoy.

Conclusion: Now that America is the only global superpower we must continue to maintain the strongest, most technologically sophisticated military in the world. Peace through strength is not a slogan; it is a proven policy. Finally, we must also provide job training and assistance to those military personnel who must make the transition to civilian life.

Candidate's Name Mike DeWine

Candidate's Signature Mike DeWine

Senator John Glenn, Democrat: DID NOT RESPOND



?



?



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DoD Voting Information Center
Autovon 223-6500
Commercial (703) 693-6500

Ohio

5507-1-67-10-01
10-01-67-10-01

Eugene McDaniel
American Defense Institute
214 Massachusetts Avenue, N.E.
Washington, DC 20002

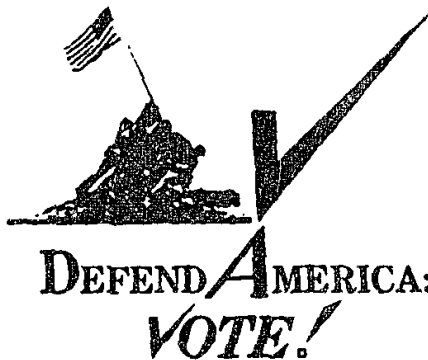
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American Defense Institute



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As I waited for release I began to appreciate just how important voting is to every responsible citizen, in and out of uniform, if we want to maintain our freedom.

I know a lot of military people have the attitude that voting is for civilians - - or that their one vote won't make a difference. As Americans, too often we take freedom for granted. As military people, we should know better!

When we vote we choose between those who will make laws to keep our nation strong and free - - or those who would weaken our nation and eat away at our freedoms. I am especially committed to making a personal choice in a Commander-in-Chief whose judgement I trust when it comes time to put American lives on the line again.

Remember, those who FIGHT - - and sometimes die - - for freedom have a special responsibility to VOTE for freedom. Voting is your DUTY. Please don't forget to exercise your right to vote on Tuesday, November 3rd, 1992.

Sincerely,

Eugene McDaniel
Captain, USN (ret)

Mike DeWine, Republican:

CANDIDATE QUESTIONNAIRE

Please answer the following questions with a Yes or No:

1. Do you feel since the former Soviet Union has been transformed there is justification for further defense cuts?
See #1 below. YES ☒ or NO ☐
2. In view of recent world changes, some officials are in favor of drastic cuts in the defense budget and using the "peace dividend" to pay for domestic programs. Are you in favor of this? YES ☐ or NO ☒
-What percentage of the defense budget do you feel should be cut _____ %
See #1 below.
3. Legislation has been proposed to combine the Air Force, Army, Navy, and Marine Corps into one service. Do you feel the military should move toward a "one-uniform" service? YES ☐ or NO ☒
4. Did you support the use of force in the Persian Gulf?
I was not in the U.S. Congress at that time. YES ☐ or NO ☐
5. Do you favor continued funding of the Strategic Defense Initiative (SDI)? YES ☒ or NO ☐
6. Do you feel the Reserve Force and National Guard are viable alternatives to our current active duty force?
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7. If a universal health care plan is adopted, should veterans be included in such a plan and special veterans' medical benefits discontinued? YES ☐ or NO ☒
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Candidate's Name Mike DeWine

Candidate's Signature Mike DeWine

Senator John Glenn, Democrat:

DID NOT RESPOND



?



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Sincerely,

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Eugene McDaniel
Captain, USN (ret)

Senator Bob Packwood, Republican:

CANDIDATE QUESTIONNAIRE

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YES x or NO
2. In view of recent world changes, some officials are in favor of drastic cuts in the defense budget and using the "peace dividend" to pay for domestic programs. Are you in favor of this?
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-What percentage of the defense budget do you feel should be cut 7 %
3. Legislation has been proposed to combine the Air Force, Army, Navy, and Marine Corps into one service. Do you feel the military should move toward a "one-uniform" service?
YES or NO x
4. Did you support the use of force in the Persian Gulf?
YES x or NO
5. Do you favor continued funding of the Strategic Defense Initiative (SDI)?
YES x or NO
6. Do you feel the Reserve Force and National Guard are viable alternatives to our current active duty force?
YES or NO x
7. If a universal health care plan is adopted, should veterans be included in such a plan and special veterans' medical benefits discontinued?
YES or NO x
8. Do you feel enough is being done to resolve the Prisoner of War/Missing in Action (POW/MIA) issue?
YES or NO x

9. What is your specific legislative agenda for the future of the military? (please type or print and limit your comments to no more than 100 words)

We are a stronger, freer nation today because elected officials have been willing to support a strong military. Our willingness to be prepared has defeated - without our having to fire a shot directly at them - our greatest adversary, the Soviet Union. Our success has been because of this commitment to preparedness, and because we have maintained a strong active duty military, backed up by the National Guard and Reserves. I support this equation for the continued security of this great nation.

Candidate's Name Bob Packwood, U.S. Senate, Oregon

Candidate's Signature Bob Packwood

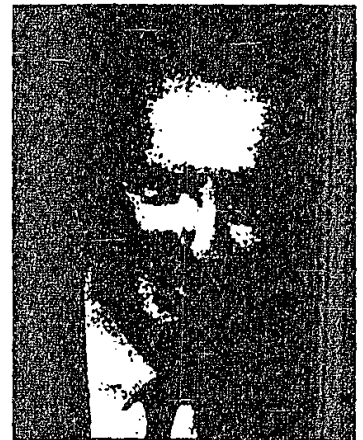
Congressman Les AuCoin, Democrat :
DID NOT RESPOND



●
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●
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MILITARY VOTE - PUBLIC SERVICE ANNOUNCEMENT

Radio/TV PSA

:30

Audio

Hello, my name
is Red McDaniel.

I served in the
U.S. Navy for 27
years.

But for six of
those years, I
couldn't vote.

I was a Prisoner
of War in Vietnam.

As a member of
the armed forces,
you defend America
by serving.

Now defend America
by VOTING.

Please remember to
request an absentee
ballot and vote in
the general election
on Tuesday November 8th.

Dates Vary

For voting information,
contact your unit
Voting Assistance
Officer today.

Remember, VOTING is not
just a right -- it's a
responsibility!

Visual/Graphic

EBM w/
Capitol
in back-
drop.

still photo
of EBM in
uniform

still photo of POW?

still photo
of troops

still photo
of ballot?

EBM...

Super

CAPT Red McDaniel, USN(Ret)
President, American Defense
Foundation

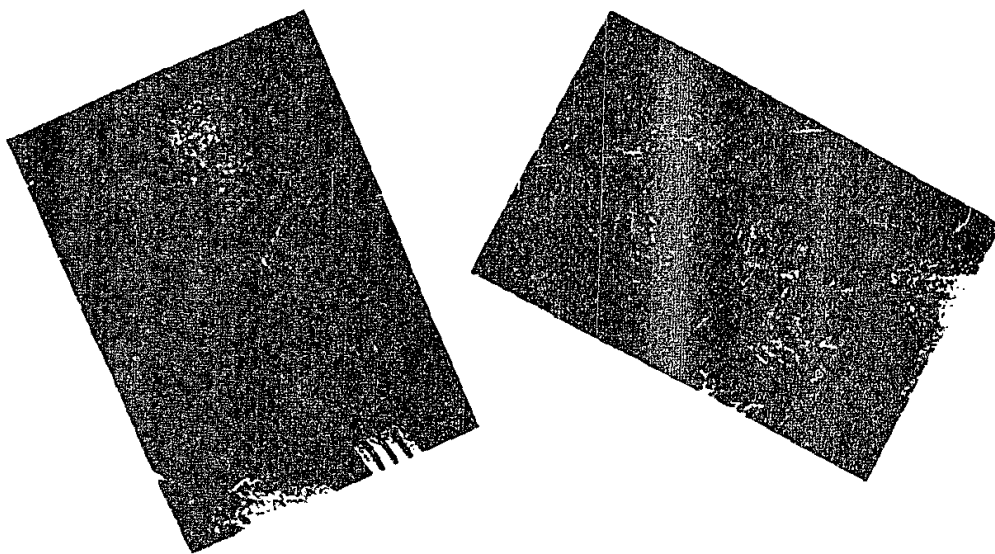
Ballot request must be
received by county by
November 1st.

Dates Vary

Paid for by the
American Defense Foundation
1055 N. Fairfax St., Suite 200
Alexandria, VA 22314

print PSA

...for over six years I couldn't vote...



In May of 1967, Eugene "Red" McDaniel shot off the USS Enterprise in his A-6 Intruder, headed for Hanoi during the Vietnam conflict. He was not to return for over six years. He was shot down and captured.

Political decisions were made during his captivity which lengthened his imprisonment by leaders who were elected when he was back home.

But he had not voted in those elections.

Stripped of his freedom, Red realized the importance of the military's vote.

"VOTING IS NOT JUST A RIGHT .

... it's a responsibility."

Red McDaniel



DEFEND AMERICA:
VOTE!

Red McDaniel is president of the American Defense Institute, a non-profit, non-partisan educational organization supporting the responsibilities, benefits, and the pride of being an American citizen.

SUPPLY PURCHASE ORDER

ORGANIZATION- (circle one) -->

ADF

ADI

DATE 10-20-92

REQUESTED BY M.H.M.

DATE NEEDED 10-20-92

PURPOSE PROFESSIONAL SERVICES WITH DIRECT MAIL GUIDANCE

ITEM NEEDED AND PROGRAM CONSULTING FOR MILITARY VOTER REG.

QUANTITY _____

COST OF EACH ITEM _____

TOTAL COST (if known) \$ 25,000⁰⁰

CHECK PAYABLE TO John Gerotta

ADDRESS _____

APPROVED BY [Signature]

CHECK NUMBER ADF ~~151~~ #151

ACCOUNTING CODE 5360-314

DATE PAID 10-20-92

Stop payment
Transfer issued

THE JOHN GEROTA COMPANY
5417 NORTH 15TH STREET
ARLINGTON, VA 22205

[Redacted]

American Defense Foundation

* * * * *

October 22, 199

Eugene B. McDaniel
President

Michael H. McDaniel
Executive Director

The John Grotta Company
5147 North 15th Street
Arlington, VA 22205

Board of Directors

Hon. Gary A. Lee

Stuart C. Johnson

H.J. "Kip" Koehler

Glen T. Urquhart

Board of Advisors

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Rep. Guy Vander Jagt

Rep. Gerald Solomon

Rep. Bob McEwen

Hon. Jeremiah Denton

Hon. Edward Hidalgo

Gen Wm. C. Westmoreland

ADM Thomas Moorer

LtGen John Peter Flynn

RADM Robert M. Garrick

RADM Edward Outlaw

MCPON Bob Walker

Mrs. Holly Coors

Mrs. Ellen Garwood

Mr. William Murchison

Dear John:

Enclosed is a check for \$25,000 as payment for professional services performed in support of our Military Voter Program and the coordination of our mailing to military members you provided. We appreciate your hard work and sound counsel in the development of our program for the 1992 election year.

We look forward to working with you again in the future.

Sincerely,

Michael H. McDaniel
Michael H. McDaniel

ORDER FOR ELECTRONIC
FUNDS TRANSFER

The Riggs National Bank

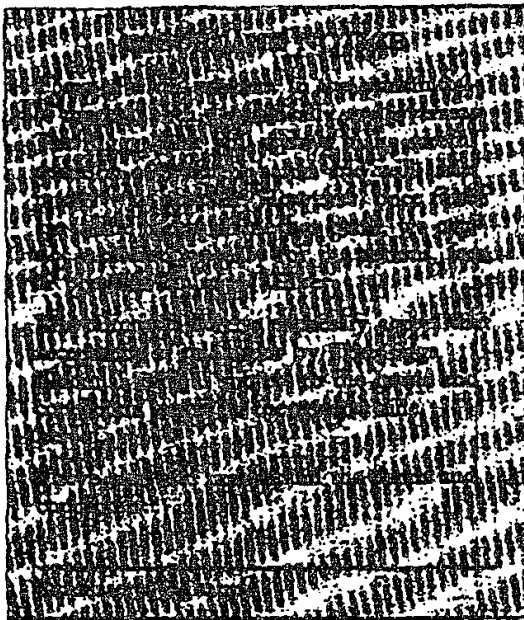
Date October 26, 1992

IF DESIRED

FOREIGN CURRENCY: _____ RATE: _____

U.S. Dollar: \$25,000.00

Charge: _____

Sender: American Defense Institute☒ CorporateAddress: 1055 North Fairfax Street, Second Floor☐ IndividualTel. No.: (703) 519-7000☐ VA☐ No ChargeAccount to be Charged: 76-110-660☒ DCTOTAL: U.S. \$ \$25,000.00Non-Customer ☐ :☐ MDBeneficiary's Bank: Wright Patman Congressional Credit UnionBank's Address: U.S. CapitolWashington, DC 20515Bank's ABA Number: 254-074345
(optional)Beneficiary: The John Grotta Co.Beneficiary's Acct. No.: 97831-1Beneficiary's Address: 5147 N. 15th Street (on the account P.O. Box 175
ARLINGTON, VA 22205 Delaware, OH 4301Reference for Beneficiary: _____
(48 characters only)

Bank Use Only

Branch No.: _____

Authorized Signature

Zipper No.: _____

Override: ☐ Officer's Initials: _____

Seq. Number _____



ELECTRONIC PAYMENT ADVICE

The Riggs National Bank of Washington, D.C.
Money Transfer Department

THE AMERICAN DEFENSE FOUNDATION
INC
1055 N FAIRFAX ST
ALEXANDRIA VA 22314-1541

10/26/92
PAGE 1

ACCOUNT NUMBER
0000000076110660

DEBIT	CREDIT	DESCRIPTION
25,000.00		REF. NO. 00772 CR A/C 0000000000000000 DC31 02 ORG=AMERICAN DEFENSE INSTIT CTR/BBK=WRIGHT PATMANT CNGRSSNL CU DC// BNF=THE JOHN GROTO C O/AC-97831 1/

PLEASE NOTE: All incoming wire transfers which have a valid beneficiary name and account number are credited in full to the beneficiary's account. Riggs does not deduct processing fees from the amount of the wire transfer.

31425

THE JOHN GROTTA COMPANY
5147 North Fifteenth Street
Arlington, VIRGINIA 22205

INVOICE 1013
DATE 11/25/92

Bill To:
AMERICAN DEFENSE INSTITUTE
Second Floor
1055 North Fairfax Street
Alexandria VA 22314

Ship To:
MIKE MCDANIEL

DATE 12-10-92
Check # 157 ADE
Approval 5420-314 AMI 3425.00
Code 5360-314 3000.00
6425.00

P.O. Number Terms

GENERAL CONSULTING SERVICES 001

Description	Amount
GEORGIA	3,000.00
APP. BOARD - 6 Military Under Contract Pd Juntilla Studio directly	2,370.52 Pd
DATA PROCESSING - Custom Programing, Create 6 Files	3,425.00

132

Subtotal 7,803.52
Total \$7,803.52
\$6,425.00

Amount Paid \$0
Amount Due \$7,803.52

STATEMENT			
0 - 30 days	31 - 60 days	61 - 90 days	over 90 days
\$7,803.52	\$0.00	\$0.00	\$0.00
<u>\$6,425.00</u>			

THE JOHN GROTTA COMPANY
5147 North Fifteenth Street
Arlington, VIRGINIA 22205

INVOICE 1015
DATE 12/9/92

Bill To:
AMERICAN DEFENSE INSTITUTE
Second Floor
1059 North Fairfax Street
Alexandria VA 22314

Ship To:
LESLIE
SAMS
*****VIA FAX*****

P.O.Number

Terms

DETAILED DATA PROCESSING INVOICE

009

Description	Amount
ADI DATA PROCESSING - MILITARY VOTER PROGRAM	
Initial Setup	200.00
Convert/Copy to Disc - \$500 m/c	500.00
Qualify/Select Records - \$150 m/c	150.00
Custom Programing/Address Parsing @ \$75/hr	825.00
NCOA - \$500 m/c	500.00
DSF - \$500 m/c	500.00
Print and review dumps	200.00
Segment 6 Files	300.00
Copy to Tape	150.00
Spool Back-up	25.00
Reel Charge	50.00
FedEx	25.00

272

Subtotal 3,425.00

Total \$3,425.00

Amount Paid \$0
Amount Due \$3,425.00

STATEMENT

0 - 30 days	31 - 60 days	61 - 90 days	over 90 days
\$11,228.52	\$0.00	\$0.00	\$0.00

DIRECT MAIL LITHOGRAPHIER

201 Skipjack Road | Prince Frederick, Maryland 20678



SHIP TO
AMERICAN DEFENSE INSTITUTE
C/O DIRECT
1730 K STREET, NW
WASHINGTON, DC 20006

INVOICE

SHIP TO
DIRECT MAIL MANAGEMENT
201 SKIPJACK ROAD
PRINCE FREDERICK, MD

DATE: 11/24/92 NUMBER: 155-40F-314 PAGE: 1 DUE DATE: 11/28/92

SHIP VIA	FOB	TERMS	YOUR NUMBER	OUR NUMBER
DESCRIPTION	ORDERED	SHIPPED	UNIT PRICE	EXTENDED PRICE
90,000 PRODUCTION, TAPE CONVERSION, PRINTING, LABELING BAG, TAG AND MAIL.		1.0	17982.10	17982.10
<p>SALES TAX—501(C)3</p> <p>NOTE: (\$1524.47) POSTAGE DEPOSITED BY DIRECT MAIL MANAGEMENT INTO PERMIT #5263</p> <p>#155 AOF 314 526 - 314 11-12-92 1524.47</p>				

SUB TOTAL	17982.10
TAX	0.00
TOTAL	17982.10
NET TO PAY	17982.10

THE AMERICAN DEFENSE FOUNDATION, INC.
P. O. BOX 2457
WASHINGTON, D.C. 20013

152

October 26 92

15-3/640

U.S. Postmaster

7000.00

Seven thousand and no/100

RIGGS

THE RIGGS NATIONAL BANK OF WASHINGTON, D.C.
CAPITAL, RESERVE & PROFIT
600 PENNSYLVANIA AVE. SE

Permit # 5263

NOT NEGOTIABLE

⑈000152⑈ ⑆054000030⑆ 317510650⑈

00.001.397.1672



12423 Hedges Run Drive
Suite 161
Lakeridge, VA 22192
(703) 490-8511

Invoice

DATE	INVOICE #
22 Oct 92	1030

BILL TO:

American Defense Institute
1055 N. Fairfax Street
Second Floor
Alexandria, VA 22314

SHIP TO:

Same

Video PSA

PO NUMBER	TERMS	REP	SHIP	VIA	FOB	PROJECT
Verbal/Phn	COD	RTC	22 Oct 92	DELIVER		

QUANTITY	ITEM CODE	DESCRIPTION	PRICE EACH	AMOUNT
18	000	Introductory offer (:30 PSA)	2.00	36.00
		VIRGINIA SALES TAX @ 4.5%	4.50 %	1.62
1	100	DELIVERY CHARGE	10.00	10.00

paid
10/22/92
[Signature]

Thank you for your business.

Original

BALANCE DUE:

47.62

47.62

INVOICE

unttila Studios, Inc.

13575 Melville Lane
Chantilly, Virginia 22021

703.968.9400
Fax 703.968.9402

print PSA

SOLD TO: American Defense Institute
1055 North Fairfax Street, 2nd Floor
Alexandria, VA 22314

DATE: 10-28-92

INVOICE NO.: DBU-8296

SHIPPED TO: Jensen Press (D. Bufkin, A. Flaum) VIA: Courier

Include the above Invoice
Number on your payment.

DATE	DESCRIPTION	CHARGES
10-19-92	ART CHARGES FOR SERVICES RENDERED ON THE PROJECT(S) DESCRIBED BELOW ARE AS FOLLOWS: American Defense Institute: (Defend America Vote! Pkg.) <div data-bbox="522 977 929 1130"><p><i>1 DEC 92</i> Date Paid <u>477.25</u> Check # <u>24</u> Approval <u>24</u> Code <u>1180</u> Amt <u>1391.45</u></p></div>	\$1221.00
	Courier	\$16.00
	TERMS: 30 DAYS	4.5 VA State Sales Tax
		54.95
	TOTAL	\$1291.95

INVOICE

WEVV PRESS, INC.
Quality Printing since 1987
2520 Columbia Pike, Arlington, VA 22204

No.

INVOICE
1624

JOSEPH A. PRANTNER
President

WITH ETERNITY'S VALUES IN VIEW
WE PRESS ON TO THE MARK
from Phil. 3:13,14

979-7771
(703) 299-6440

A.D.I.

print media
PSA

SHIP TO

ORDER'S ORDER	SALESMAN	TERMS	DATE SHIPPED	SHIPPED VIA	F.O.B.	DATE
						10-21-92
30						75 ⁰⁰
COPIES PUBLIC SPOT ANNOUNCEMENTS FOR REPRODUCTION RUSH						
C. _____ U. _____ A. _____ C. _____ 5200-314 Amt _____ pol 10-22-92 Q# 4152						
TAX						3 ³⁸
TOTAL						\$ 78 ³⁸

Received by: _____
 e: _____

WITH ETERNITY'S VALUES IN VIEW
WE PRESS ON TO THE MARK
Phil. 3:13,14

SUPPLY PURCHASE ORDER

ORGANIZATION- (circle one) -->

ADF

ADI

DATE 11/18

REQUESTED BY JKI

DATE NEEDED 11/18

PURPOSE MURP = media buy in GA

ITEM NEEDED check Radio

QUANTITY 1

COST OF EACH ITEM ~~1000~~ \$4000

TOTAL COST (if known) _____

CHECK PAYABLE TO ~~Elmira, Washington & Assoc.~~

ADDRESS _____

801 N. Fairfax St.

Alex, VA

APPROVED BY *Leslie G. Davis*

CHECK NUMBER # 156

ACCOUNTING CODE 5330-314

DATE PAID 11-18-92

*Janet
Bendis*

(103) 684-4510

Fabrizio, McLaughlin & Assoc.

Alexandria



INVOICE NO. : 92-001
ACCOUNT NO. : 956.01
TO : AMERICAN DEFENSE FOUNDATION
FR : FABRIZIO, McLAUGHLIN & ASSOCIATES
RE : MEDIA RECAP ACTIVITY
FLIGHT DATES : 11/19 - 11/24/92
DATE : NOVEMBER 19, 1992

BELOW PLEASE FIND A FINANCIAL RECAP OF THE MEDIA FLIGHT(S)
LISTED ABOVE. THE RECAP IS AS FOLLOWS :

TOTAL GROSS TELEVISION :	\$.00
TOTAL GROSS RADIO :	\$ 7,832.08
TOTAL GROSS CABLE :	\$.00
TOTAL GROSS MEDIA :	\$ 7,832.08
TOTAL NET MEDIA :	\$ 6,657.27
TOTAL COMMISSION :	\$ 1,174.81
TOTAL BALANCE :	\$ 7,832.08
AMOUNT RECEIVED :	\$ 8,000.00
TOTAL CREDIT BALANCE DUE :	\$ 167.92

SCHEDULE SUMMARY
MULTI MEDIA SERVICES CORPORATION
FOR
AMERICAN DEFENSE FOUNDATION
LAST WEEK RADIO
GEORGIA - AMERICAN DEFENSE FOUNDATION

STATION	FLIGHT DATES	SPOTS	AVG. RATE	TOTAL COST
WCHY-AM/FM.....	11/19/92-11/24/92	15	\$34.13	\$512.00
WGML-AM.....	11/19/92-11/24/92	12	\$10.59	\$127.08
WBMQ-AM.....	11/19/92-11/24/92	4	\$40.00	\$160.00
WSTH-AM/FM.....	11/19/92-11/24/92	25	\$56.80	\$1,420.00
WKAK-FM.....	11/19/92-11/24/92	28	\$25.00	\$700.00
WBBQ-AM/FM.....	11/19/92-11/24/92	13	\$81.46	\$1,059.00
WKXC-FM.....	11/19/92-11/24/92	14	\$75.00	\$1,050.00
WDEN-AM/FM.....	11/19/92-11/24/92	14	\$142.86	\$2,000.00
WAAC-FM.....	11/19/92-11/24/92	24	\$16.00	\$384.00
WVLD-AM/WQPW-FM	11/19/92-11/24/92	25	\$16.80	\$420.00

174

\$7,832.08

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SA SERVICES CORPORATION
 1 FAIRFAX STREET
 12
 ORIA, VA 22314

RADIO TIME ORDER
 Subject to 15% Agency Commission

Date: 11/18/92
 — NEW ORDER — CANCEL
 — REPLACES and Supersedes Our
 Order Dated: _____

Station : WCHY-AM/FM Attn : SALES (CHRISTAL)
 Address :
 SAVANNAH, GEORGIA

Phone :
 Fax :

Client : AMERICAN DEFENSE FOUNDATION
 Product : LAST WEEK RADIO
 Beginning Date : 11/19/92

Ending Date : 11/24/92

GEORGIA - AMERICAN DEFENSE FOUNDATION

ADP	SPOTS	LEN	MON	TUE	WED	THU	FRI	SAT	SUN	UNIT COST	WK	WKLY DP COST	TOTAL DP COST
TH-FRI 5:30A-10A.....	1	30	0	0	0	0	1	0	0	\$53.00	1	\$53.00	
	1	30	1	0	0	0	0	0	0	\$53.00	2	\$53.00	\$106.00
TH-FRI 3PM-8PM.....	1	30	0	0	0	0	1	0	0	\$48.00	1	\$48.00	
	1	30	1	0	0	0	0	0	0	\$48.00	2	\$48.00	\$96.00
SAT 10AM-3PM.....	1	30	0	0	0	0	0	0	1	\$40.00	1	\$40.00	\$40.00
SAT 3PM-8PM.....	2	30	0	0	0	0	0	0	2	\$27.00	1	\$54.00	\$54.00
TH-FRI 8P-12MID.....	6	30	0	0	0	2	2	1	1	\$27.00	1	\$162.00	
	2	30	2	0	0	0	0	0	0	\$27.00	2	\$54.00	\$216.00
CAMPAIGN TOTALS	15		4	0	0	2	4	1	4		2		\$512.00
FORMAT													

CONTRACT YEAR:

NET X GROSS

Comments:

NO SPOTS TO AIR AFTER 10 A.M. ON TUESDAY, NOVEMBER 24.

FORMAT: COUNTRY HITS (SIMULCAST)

BUYER: _____

DATE	FREQ.	COST/MONTH	MONTH	FREQ.	COST/MONTH	MONTH	FREQ.	COST/MONTH	MONTH	FREQ.	COST/MONTH
			APR			JUL			OCT		
			MAY			AUG			NOV		
			JUN			SEP			DEC		

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